

Noe Cervantes

Experienced Real Estate Broker

Tinley Park, IL 60477

ncerva12@gmail.com

(815) 483-0641

Professional Summary

Dynamic and results-oriented Real Estate Broker with extensive experience in residential sales, client relationship management, and lead generation. Proven success in selling homes and guiding clients through the homebuying process by providing expert advice on market trends, property values, and financing options.

Adept at contract negotiation, market analysis, and exceeding sales targets, with a track record of consistently growing a client base despite market fluctuations. Bilingual in English and Spanish, offering exceptional communication and personalized service to a diverse clientele.

Passionate about creating a positive homebuying experience by understanding client needs, delivering tailored solutions, and ensuring satisfaction and long-term trust.

Authorized to work in the US for any employer

Work Experience

Real Estate Broker

First Midwest Realty-Lemont, IL

November 2020 to Present

- Prospected and acquired new clients through cold calling, networking, and digital marketing strategies.
- Negotiated contracts and facilitated transactions for residential and multifamily properties, ensuring smooth closings.
- Advised clients on market trends, property values, and investment opportunities to help them make informed decisions.
- Coordinated property listings and managed client relationships from initial inquiry to post-sale follow-up.
- Conducted market analyses to determine competitive pricing and identify potential investment properties.
- Utilized CRM tools and software (e.g., Mojo Sells) to maintain organized leads and manage follow-ups efficiently.
- Utilized Mailchimp to nurture and engage leads acquired through prospecting by creating targeted email campaigns.

Assistant Manager

T-MOBILE-Joliet, IL

November 2015 to October 2020

- Top Performer: Consistently ranked in the top 25% by surpassing sales targets and contributing to overall branch performance.
- Client Relations & Engagement: Built long-term relationships with clients through personalized service, actively identifying needs, and providing tailored solutions to enhance customer satisfaction and retention.

- Leadership & Team Development: Collaborated with team members to develop and implement sales strategies, driving performance and fostering a positive, high-energy work environment.
- Operational Expertise: Leveraged in-depth product knowledge to guide customers in decision-making and ensure a seamless purchasing experience.

Education

A.A. in Accounting

JOLIET JUNIOR COLLEGE - Joliet, IL

August 2011

Skills

- CRM Software Proficiency
- Lead Generation Strategies
- Digital marketing
- Social media marketing
- Bilingual Communication
- Sales
- Marketing
- Copywriting

Links

<https://www.tiktok.com/@noe.realtor>

<https://www.instagram.com/noerealtor/>

Certifications and Licenses

Real Estate License

Additional Information

References:

- Vanessa Vasquez | Former Lennar Home Consultant | 815.483.3996
- Domenick Labellarte | T-mobile Store Manager | 815.630.9512